

Gilbert C. Harris

Boston, Mass.

MR. HARRIS is a prosperous business man and has been treasurer of the National Negro Business League since its first meeting in Boston, August, 1900; is president of the Boston League.

He was born in Petersburg, Va., April 26, 1853. His mother died when he was nine months old. At the age of seven years he was put to work in a tobacco factory, where he worked for three years. For several years he was a newsboy and bootblack and continued in this work until 1876, when he went to Boston, beginning work in a store at \$3 a week. Later he found employment in a hair store. He worked in this establishment fourteen years, and learned the business in all of its branches. He saved \$178, took a portion and became an itinerant merchant, peddling hair goods from house to house. His cash receipts for the first three weeks were ten cents; this represented one ladies' hair net, which cost him seven cents, so that his net profit for the three weeks was one cent a week.



Gilbert C. Harris

He found in the theatrical profession a profitable avenue for his trade. He started a store with a capital of \$38. John Stetson, of the Globe Theatre, gave him an order for \$600 worth of wigs. This was an opening for this line of work, and from that time he has been very successful. He now has the largest business in New England in his line.

He found in the theatrical profession a profitable avenue for his trade. He started a store with a capital of \$38. John Stetson, of the Globe Theatre, gave him an order for \$600 worth of wigs. This was an opening for this line of work, and from that time he has been very successful. He now has the largest business in New England in his line.

At a meeting of the National Business League, Mr. Harris said, "I can do everything in my line, and there is no creation made in Paris that I cannot reproduce if I get my eye upon it. I carry a stock of goods, each year, valued from six to eight thousand dollars. My plan has always been to look out for some man who has made a success. Do not follow after men that have made failures. Follow the man who has succeeded, learn his traits, and you will be upon the right side."

The business of Mr. Harris is wig-making in all its branches, and all kinds of hair work. His trade extends from Maine to California, and all through the South. He owns considerable real estate and other property in Boston, valued at about \$15,000.

Dr. Samuel E. Courtney

Boston, Mass.

DR. COURTNEY is a well-known, public-spirited citizen, a successful physician with a large practice, and a leader among his people in Massachusetts.

The first meeting of the founders of the National Negro Business League, in 1900, was held in his home, and from the inception of the movement he has been one of its leading directors as member of the executive committee.

He was born in Malden, W. Va., in 1855. He received his early education in the public school of which Booker T. Washington was the teacher.

Through the influence of the teacher, the young man went to Hampton Institute, graduating in 1879. He then spent several years in the State Normal School, Westfield, Mass., preparing for the profession of teacher. This was followed by five years as teacher of mathematics at Tuskegee Institute.

He returned to Massachusetts and became a student at Harvard Medical School, graduating in 1894. This was followed by service in the Boston City Hospital and as house physician in the Boston Lying-In Hospital. Dr. Courtney has a large practice both among white and colored people. He served several terms as vice-president of the National Medical Association.

He has been active in political affairs. At St. Louis and at Philadelphia, 1896 and 1900, he was an alternate delegate-at-large from Massachusetts to the Republican National Convention which placed Mr. McKinley in nomination for the Presidency. In 1896 he was the leader among the colored delegates in behalf of "the gold standard."

He served two terms of three years each as a member of the Boston School Committee, elected by popular vote.

In 1896 Dr. Courtney married Miss Lilla V. Davis, a well-known educator, founder and first teacher of the Cotton Valley School, Fort Davis, Ala., a successful institution of the American Missionary Association. Both Dr. and Mrs. Courtney are deeply interested in all matters of progress for the race, and in their home have frequently entertained Dr. Washington and others.



Dr. Samuel E. Courtney